

Resolution No.:	15-1334
Introduced:	January 17, 2006
Adopted:	February 14, 2006

**COUNTY COUNCIL  
FOR MONTGOMERY COUNTY MARYLAND**

---

By: Management and Fiscal Policy Committee

---

**SUBJECT:** Grant of franchise to Looking Glass Networks, Inc. to use the public right-of-way

**Background**

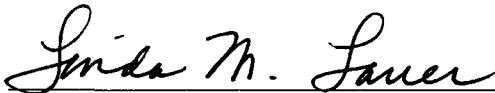
1. Section 49-11 and 49-12 of the County Code provide that the County Council may grant a franchise for use of the public right-of-way after:
  - a) the franchise applicant publishes the application once a week for three consecutive weeks in a newspaper of general circulation in the County;
  - b) the County Executive makes "diligent inquiry" into the value of the franchise and the adequacy of the proposed compensation the applicant will pay to the County;
  - c) the Executive holds a hearing on the application if any taxpayer or affected property owner objects to the franchise within 10 days after publication of the application;
  - d) the Executive makes a written recommendation to the Council about the franchise, including a description of the application and any objections to it, findings about the value of the franchise, and any other relevant matters; and
  - e) the Council decides that the franchise is expedient and proper.
2. On September 20, September 27, and October 4, 2005, Looking Glass Networks, Inc. published notice of its application for a franchise to use the public right-of-way to construct and maintain fiber optic network facilities. The Executive received no objection to the franchise by the October 18, 2005 deadline and thus was not required to conduct a hearing on the franchise application.
3. On December 7, 2005, the Council received the Executive's recommendation to grant a franchise to Looking Glass Networks, Inc. and a proposed franchise agreement.
4. On February 7, 2006, the Council held a public hearing on the proposed franchise. There were no speakers.
5. On February 9, 2006, the Council's Management and Fiscal Policy Committee considered the franchise application and (3-0) recommended approval.

**Action**

The County Council for Montgomery County Maryland approves the following resolution:

The County Council finds that granting a franchise to Looking Glass Networks, Inc. for use of the public right-of-way for the construction and maintenance of fiber optic network facilities is expedient and proper. The Council grants the franchise under the terms of the attached franchise agreement.

This is a correct copy of Council action.

A handwritten signature in cursive script that reads "Linda M. Lauer". The signature is written in black ink and is positioned above a horizontal line.

Linda M. Lauer, Clerk of the Council

## **FRANCHISE AGREEMENT**

The County Council for Montgomery County, Maryland, having approved by Resolution No. 15-1334 dated the 14<sup>th</sup> day of February, 2006 ("Effective Date") a Franchise to construct and maintain Fiber Optic Network Facilities in the Public Right-of-Way, this Franchise Agreement is made as of this 21<sup>st</sup> day of February, 2006, by and between Montgomery County, Maryland, a body corporate and politic of the State of Maryland (hereafter the "County"), and Looking Glass Networks, Inc., a Delaware corporation (hereafter "LGN").

### **RECITALS**

**WHEREAS**, under Maryland and County laws, the County has the right and power to regulate the time, location, and manner of attachment, installation, operation, and maintenance of telecommunications facilities in the Public Right-of-Way within the limits of the County; and

**WHEREAS**, LGN wishes to construct, install, operate, and maintain Fiber Optic Network Facilities within the Public Right-of-Way; and

**WHEREAS**, LGN has made application to the County for a franchise to construct, install, operate, and maintain the Facilities in, under, over, and upon the Public Right-of-Way of the County, pursuant to Chapter 49 of the Montgomery County Code 1994, as amended; and

**WHEREAS**, LGN has caused said franchise application to be published once a week for three consecutive weeks in one or more newspapers having general circulation in the County, setting forth the location, character and extent of the franchise sought, and stating the terms and compensation to be received therefor; and

**WHEREAS**, the County Executive or designee has made diligent inquiry as to the money value of the franchise, and the adequacy of the compensation proposed to be paid for the use of the Public Right-of-Way; and

**WHEREAS**, it appears to Montgomery County that the granting of the requested franchise for the monetary compensation hereafter set forth, is expedient and proper pursuant to Chapter 49 of the Montgomery County Code 1994, as amended.

**NOW, THEREFORE**, for good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, this Franchise Agreement is entered into by and between the parties subject to the following terms and conditions:

#### **1. DEFINITIONS.**

For the purposes of this Agreement, the following words, terms, phrases, and their derivations shall have the meanings given herein. The word "shall" is always mandatory.

**1.1** "Adjusted Gross Revenues" means the portion of Gross Revenues subject to the franchise fee, as calculated under Section 4.2 of this Agreement.

**1.2** "Agency" means any governmental agency or quasi-governmental agency other than the County, including the FCC and the PSC.

**1.3** "Agreement" means this Franchise Agreement.

**1.4** "CAO" means the Chief Administrative Officer of the County or authorized designee.

**1.5** "County" means Montgomery County, Maryland.

**1.6** "Effective Date" of this Agreement means the date when the County Council approved the resolution granting the franchise.

**1.7** "FCC" means the Federal Communications Commission.

**1.8** "Fiber Optic Network Facilities" or "Facilities" means fiber optic cables, conduits, converters, splice boxes, cabinets, handholds, manholes, vaults, equipment, drains, surface location markers, appurtenances, and related facilities located or to be located by LGN in the Public Right-of-Way and used or useful for providing Services.

**1.9** "Gross Revenues" means all revenues derived, by LGN or any other person, in whole or in part from the use of the Fiber Optic Network Facilities. Gross Revenues does not include local, state, or federal taxes collected by LGN that have been billed to a Subscriber and separately stated on such bill.

**1.10** "LGN" means Looking Glass Networks, Inc., a corporation duly organized under the laws of the State of Delaware, and its lawful successors, assigns, and transferees.

**1.11** "Law" means any and all judicial decision, statute, constitution, ordinance, resolution, regulation, rule, tariff, administrative order, certificate, order, or other requirement of the Federal Government, State, or County, or other Agency having joint or several jurisdiction over the parties to this Agreement, in effect either on the Effective Date or at any time during the presence of a telecommunications system in the Public Right-of-Way.

**1.12** "Person" means an individual, a corporation, a limited liability company, a general or limited partnership, a sole proprietorship, a joint venture, a business trust, and any other form of business association or organization of any kind.

**1.13** "PSC" means the Maryland Public Service Commission.

**1.14** "Public Right-of-Way" means any location in, upon, above, along, across, under, and over the public streets, roads, lanes, courts, ways, alleys, boulevards, sidewalks, and places,

or other easements now or hereafter held by the County for any public purpose, as the same now or may thereafter exist that are under the jurisdiction of the County. This term shall not include any property owned by any Person or Agency other than the County, except as provided by applicable Laws or pursuant to an agreement between the County and any such Person or Agency.

**1.15** "Services" means the transmission, using the Facilities, of any information, including, but not limited to, voice, video, or data. "Services" includes telephone service and Internet service but does not include (i) over-the-air broadcasts to the public at large licensed by the FCC or any successor thereto, (ii) cable service (the one-way transmission to Subscribers of video programming or other programming services, and Subscriber interaction, if any, which is required for the selection or use of such video programming or other programming service), or (iii) OVS service (cable-like services provided through an open video system for which certification is granted by the FCC under Section 653 of the Telecommunications Act of 1996.)

**1.16** "Subscriber" means any Person other than LGN that uses any part of the Facilities. "Subscriber" includes Persons outside the County that LGN has allowed to use the Facilities in the County.

**1.16.1** "Remarketer" means a Subscriber to the extent that the Subscriber uses the Facilities to provide Services to a third party.

**1.16.2** "End User" means a Subscriber to the extent that the Subscriber does not use the Facilities to provide Services to a third party.

**1.16.3** A Subscriber can be both a Remarketer and an End User if the Subscriber uses the System both to provide Service to a third party and for the Subscriber's own use.

**1.17** "Telecommunications System" or "System" means all or any part of the fiber optic cables, conduits, converters, splice boxes, cabinets, handholes, manholes, vaults, equipment, drains, surface location markers, appurtenances, and related facilities of LGN in the County are or will be used to provide Services.

## **2. TERM.**

This Agreement shall be for a term of two (2) years, unless it is earlier terminated by either party in accordance with the provisions herein, and shall commence on the Effective Date. This Agreement and any permits issued hereunder are subject to any present and future franchise or taxation legislation or resolution which may be enacted by the County Council.

## **3. SCOPE OF FRANCHISE.**

**3.1** Any and all rights expressly granted to LGN under this Agreement, which shall be exercised at LGN's sole cost and expense, shall be subject to the prior and continuing right of the County under applicable Laws to use any and all parts of the Public Right-of-Way only,

exclusively or concurrently, with any other Person or Persons, and further shall be subject to all deeds, easements, dedications, conditions, covenants, restrictions, encumbrances, and claims of title which may affect the Public Right-of-Way. Nothing in this Agreement shall be deemed to grant, convey, create, or vest a perpetual real property interest in land in LGN, including any fee, leasehold interest, or easement. The County makes no representations or warranties with respect to the title to the Public Right-of-Way or the nature of the County's interest in the Public Right-of-Way. To the extent there are other interests, if any, in the Public Right-of-Way, LGN must obtain the necessary consent for its use from each Person who holds any such interests. LGN must indemnify and hold the County harmless from any claims or costs arising out of or related to a constitutional takings claim or other legal action by reason of LGN's use of the Public Right-of-Way.

**3.2** The County hereby grants a non-exclusive right to LGN to construct, reconstruct, install, operate, maintain, locate, move, remove, reattach, reinstall, relocate, and replace the Facilities in or upon, under, above, and across the Public Right-of-Way, in accordance with County laws, at the locations and in the manner specified in Exhibit A, for use in the provision of Services to Persons located inside or outside the County. LGN warrants that, to the best of LGN's current knowledge and belief, Exhibit A accurately depicts existing Facilities that LGN previously acquired. No later than 6 months after the Effective Date, LGN may, with the County's consent, amend Exhibit A to correct any errors that LGN discovers after the Effective Date. LGN's rights under this paragraph also apply to Facilities ("laterals") necessary to connect one or more LGN customers to the backbone Facilities specified in Exhibit A.

**3.3** The County hereby further authorizes and permits LGN to construct, reconstruct, install, operate, maintain, locate, move, remove, reattach, reinstall, relocate, and replace its Facilities in or on street light poles, power poles, or other property owned by public utility companies or other property owners located within the Public Right-of-Way as may be permitted by the public utility company or property owner, as the case may be. To the extent required by Laws, LGN shall obtain permission from the individual utility/property owner prior to the time that LGN undertakes any of the activities permitted by this Agreement. Upon request, LGN shall provide documentation of said permission to the County. Prior to undertaking any construction activity, LGN shall provide reasonable advance notice to affected property owners.

**3.4** Except as permitted by applicable Laws or this Agreement, in the performance and exercise of its rights and obligations under this Agreement, LGN shall not interfere in any manner with the existence and operation of any and all public and private rights-of-way, sanitary sewers, water mains, storm drains, gas mains, poles, aerial and underground electric and telephone wires, electroliners, cable television, and other telecommunications, utility, and County or municipal property without the express written approval of the owner or owners of each affected property.

**3.5** LGN shall comply with all applicable Laws in the exercise and performance of its rights and obligations under this Agreement. LGN hereby acknowledges that the rights granted by this Agreement are subject to the police powers of the County.

**3.6** LGN represents and agrees that the Facilities subject to this Agreement will be used exclusively for the rendering of Services and no other services, except to the extent that LGN is required by State or Federal authorities, in the proper exercise of their jurisdiction over such matters, to make the Facilities available for use by third parties.

#### **4. FEES AND TAXES.**

**4.1** LGN acknowledges and agrees that the County may require Subscribers to pay a users' tax ("Users Tax") to the County pursuant to applicable County law. If LGN provides Service to any Subscribers who are subject to a Users Tax, LGN agrees to collect the tax from any such Subscribers and remit such tax to the County in accordance with applicable County law.

**4.2** As compensation for this Agreement, LGN shall pay to the County, on a semi-annual basis beginning on the Effective Date, an amount equal to 5 percent (5%) of LGN's Adjusted Gross Revenues. The compensation required by this section shall be due to the County for the preceding six (6) months within thirty (30) days after the end of that preceding six (6) months. Within forty-five (45) days after the termination of this Agreement, compensation shall be paid for the period elapsing since the end of the last six months for which compensation has been paid. LGN shall furnish to the County with each payment of compensation required by this section a financial statement, executed by an authorized officer of LGN or the officer's designee, showing the amount of Gross Revenues for the period covered by the payment. If LGN discovers that it has failed to pay the entire or correct amount of compensation due, the County shall be paid by LGN within fifteen (15) days of discovery of the error or determination of the correct amount. Any overpayment to the County through error or otherwise shall be offset against the next payment due from LGN. Acceptance by the County of any payment due under this section shall not be deemed to be a waiver by the County of any breach of this Agreement occurring prior thereto, nor shall the acceptance by the County of any such payments preclude the County from later establishing that a larger amount was actually due, or from collecting any balance due to the County. In the event that LGN fails to make a franchise fee payment on the due date, then a late charge of 5 percent (5%) of the amount of the franchise fee payment must be paid by LGN to the County. The failure of LGN to timely pay the franchise fee shall be considered a default of this Agreement, subject to the notice and cure provisions as may be provided in this Agreement.

**4.2.1** For purposes of calculating Adjusted Gross Revenues, "LGN" includes an affiliate or subsidiary of LGN or any other Person controlling, controlled by, or commonly controlled with LGN, and "Fiber Miles" means miles of a single optical fiber, coaxial wire, or other transmission medium. The number of Fiber Miles in a multi-fiber cable equals the number of miles of cable times the number of optical fibers in the cable.

**4.2.1.1** Adjusted Gross Revenues include Gross Revenues paid directly or indirectly by all End Users to LGN for Services provided by LGN, apportioned by multiplying the Gross Revenues by the ratio of the number of Fiber Miles of the Facilities used to deliver those services to the total Fiber Miles consisting of both the Facilities and fiber outside the County that are used by LGN for the delivery of the same service.

**4.2.1.2** Adjusted Gross Revenues also include Gross Revenue paid directly or indirectly to LGN by any End User for a use of the Facilities for which LGN does not provide Services, such as lease of fiber capacity (by bandwidth or other measure) or dark fiber. For Gross Revenues from these uses, LGN shall apportion the Revenues by multiplying the total nationwide revenues LGN receives from the End User by the ratio of the number of Fiber Miles of the Facilities the End User uses to the total Fiber Miles LGN provides that End User nationwide.

**4.2.1.3** Adjusted Gross Revenues also include Gross Revenues that a Remarketer receives directly or indirectly from any End User. These revenues shall be calculated in the same manner specified in 4.2.1.1 and 4.2.1.2, but substituting the Remarketer for LGN.

**4.2.1.4** Adjusted Gross Revenues also include revenues derived from any transfer of any interest in the System or any portion of the System, including a sale, lease, or indefeasible right to use the System, however denominated.

**4.2.1.5** Adjusted Gross Revenues do not include Gross Revenues that LGN receives from a Remarketer or a Remarketer receives from any Subscriber, if the Remarketer holds a franchise from the County that obligates the Remarketer to pay a franchise fee based on revenues that the Remarketer derives from the use of LGN's Facilities.

**4.3** LGN shall keep accurate books of account, and make such books of account available for inspection in the County for the purpose of determining the amounts due to the County under Section 4.2. The County shall have the right to inspect LGN's books of account at any time during regular business hours on five (5) days' prior written notice and may audit the books from time to time at the County's sole expense, but in each case only to the extent necessary to confirm the accuracy of payments due under Section 4.1 or 4.2. No later than one hundred twenty days from the end of LGN's fiscal year, LGN must file with the County an annual statement of revenues, certified by LGN's chief financial officer, relating to its operations and revenues within the County. The County agrees to keep confidential any non-public information it receives from LGN in accordance with applicable law. The statement of revenues shall include a detailed breakdown of the Gross Revenues and uncollectible accounts for the fiscal year, and shall be prepared in accordance with Generally Accepted Accounting Principles. LGN shall require any Remarketer whose Gross Revenues are to be included in calculating Adjusted Gross Revenues under Section 4.2.1.3 to keep, and allow County access to, the Remarketer's books of account for the same purpose and in the same manner as required of LGN in this paragraph.

**4.4** LGN shall reimburse the County within thirty days of the receipt of a request, for all reasonable expenses relating to the preparation, issuance, implementation and administration of this Agreement, not to exceed Two Thousand Dollars (\$2,000) in the aggregate.



## **5. OTHER SERVICES**

**5.1** Upon installation of fiber optic cable in the Telecommunications System, LGN shall make available to the County 6 dark fiber optic strands throughout the Telecommunications System for use by the County, in the manner described in Sections 5.2 and 5.3 below. The County may request exclusive use of dark fiber optic strands in LGN facilities outside the County that are connected to the Telecommunications System (such as another segment of the same fiber optic "ring" or an interconnected ring), provided that the total length of the dark fiber strands available for County use, both in and outside the County, shall not exceed 6 times the total length of the Telecommunications System.

**5.2** To facilitate use of the dark fiber optic strands, LGN shall install, at the County's request, for use by and at no cost to the County, an unlimited number of interconnection points for the County to connect to within 250 feet of the backbone of the Telecommunications System. During the term of this Agreement, the aggregate cost to LGN of installing interconnection points shall not exceed \$75,000. If the County requests an interconnection point more than 250 feet from the System, or the cost of providing interconnection points has exceeded \$75,000, the County shall pay LGN for the reasonable, incremental cost beyond 250 feet that LGN incurred for labor, equipment, materials, and supplies to install the interconnection point.

**5.3** Within 45 days after the County requests installation of an interconnection point at a particular location, LGN shall complete the engineering for the proposed interconnection and provide a service order that includes an estimated completion date, which must be as soon as commercially feasible, and an estimate of any installation charge allowed under section 5.2.

**5.4** The County shall assist and cooperate with LGN in obtaining all easements, authorizations, and permits that are needed to install each interconnection point.

**5.5** When the County accepts a service order, LGN shall install the interconnection point according to the terms of the service order.

**5.6** Any lateral fiber between a County facility and an interconnection point shall be the sole responsibility of the County. Nothing in this Agreement limits the County's authority or discretion to perform these lateral installations itself, or through its contractors.

**5.7** LGN shall be solely responsible for the repair, replacement, and maintenance of the County's dark fiber optic strands and the fiber from any splice point on the backbone of the Telecommunications System to any interconnection point. LGN shall, without charge to the County, perform routine and preventive maintenance on the fiber provided for the County's use in the same time and manner provided to LGN's subscribers. LGN shall provide reasonable and timely notice to the County of any planned activities affecting service and shall use its best efforts to minimize the duration and service impact of such activities. For an emergency or unplanned event affecting service, LGN shall respond and restore service to the County according to the highest level of service available to subscribers. For any segment of the dark fiber optic strands

that the County notifies LGN will be used for public safety or other critical purposes, the response time under the previous sentence shall not exceed two hours.

**5.8** After acceptance by the County of any installation performed by LGN under sections 5.1 through 5.5, the County shall be solely responsible for (i) repair, replacement, and maintenance of the dark fiber optic strands on the County's side of the interconnection point, and (ii) all equipment and wiring on the County's side of the interconnection point, including without limitation any electronics or other equipment or devices that are required for the transmission of information using the Telecommunications System, which LGN understands the County will own exclusively.

**5.9** The County shall indemnify, hold harmless and defend LGN, its officers, employees, agents, contractors, subcontractors, and suppliers, against any and all lawsuits, claims, demands, liabilities, losses and expenses, including attorneys' fees and administrative expenses, that may arise or be alleged to have arisen, out of or in connection with the County's, or its employees', agents', contractors', subcontractors', or suppliers' use, operation, repair, replacement, or maintenance of the dark fiber optic strands reserved for the County's use on the County's side of the interconnection point, except to the extent caused by the sole or gross negligence or willful misconduct of LGN, its officers, employees, agents, contractors, subcontractors and suppliers.

## **6. REMOVAL AND RELOCATION OF TELECOMMUNICATIONS SYSTEM.**

**6.1** LGN understands and acknowledges that the County may require LGN to relocate the Facilities. At the County's request, LGN shall, within thirty (30) days after receipt of prior written notice in situations described in subsection (i) below, and immediately in situations described in subsections (ii) and (iii) below, relocate the Facilities, at LGN's sole cost and expense, whenever the County reasonably determines that relocation is needed: (i) to facilitate or accommodate the construction, completion, repair, relocation, or maintenance of a County project, facility, or service; (ii) because the Facilities are interfering with or adversely affecting proper operation of the County light poles, traffic signals, or other County facilities, or (iii) to protect or preserve the public health, safety, or welfare including, without limitation, any emergency situation. LGN must obtain all permits and approvals required by the County before relocating the Facilities. If LGN fails to relocate the Facilities as requested by the County in accordance with this paragraph, the County shall be entitled to remove the Facilities at LGN's sole cost and expense.

**6.2** If, after being placed in service, any part of the Facilities subject to this Agreement is abandoned by not being in service for a period of six (6) months or more, LGN shall promptly notify the County, and LGN must, at LGN's sole cost and expense, promptly remove the abandoned part of the Facilities or dedicate the same to the County. The County shall not issue notice to LGN that the County requires removal or dedication of any part of the Facilities, unless and until the County first issues all required County permits and approvals required of the County for such activity and gives fifteen (15) days' prior written notice to LGN to remove the telecommunications system. If LGN shall fail to remove any part of the Facilities as required by

the County under this paragraph, the County shall be entitled to remove any part of the Facilities at LGN's sole cost and expense. LGN shall execute such documents of title as will convey all right, title, and interest in the abandoned Facilities, but in no other property, intellectual or otherwise, to the County.

**6.3** Whenever the construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation of the Facilities is performed by LGN under this Agreement, and such construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation shall cause the Public Right-of-Way to be damaged, LGN, at its sole cost and expense, shall promptly repair and return the Public Right-of-Way in which the Facilities are located to its previous condition. If LGN does not repair the site as required, then the County shall have the option to perform or cause to be performed such reasonable and necessary work on behalf of LGN and charge LGN for the proposed costs to be incurred at the County's standard rate, if any, or the actual costs incurred by the County. Upon the receipt of a demand for payment by the County, LGN shall reimburse the County for such costs.

## **7. CONSTRUCTION PERMIT AND SECURITY DEPOSIT.**

**7.1** In the event that the construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation of the Facilities shall require any construction work in the Public Right-of-Way, LGN shall apply for the appropriate street opening and other permits required by Law. LGN shall perform such construction work as required by the permits and in accordance with all applicable Laws.

**7.2** Within thirty (30) days of the completion of any construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation work, LGN promptly shall furnish to the County, in hard copy and electronic format or other format reasonably acceptable to the County, suitable documentation containing a full set of drawings showing, in detail, the exact location of the Facilities in the Public Right-of-Way.

**7.3** LGN shall deposit or file with the County a cash security deposit, a surety bond acceptable to the County Attorney, or letter of credit acceptable to the County Attorney within thirty (30) days of the Effective Date, in the amount of Fifty Thousand Dollars (\$50,000) as security for the faithful performance by LGN of the provisions of this Agreement and the Laws. If LGN fails to pay the County any taxes, fees, costs or expenses within ten (10) days of receipt of notice to pay from the County, or fails to comply with any provision of this Agreement or the Laws that can be remedied by an expenditure from the security fund, then the County may proceed to immediately withdraw the amount thereof or proceed against the surety bond or the letter of credit. Such action by the County is in addition to any other remedy provided to the County by this Agreement or the Laws. In the event that the Franchise is terminated or revoked for cause by the County, the security fund shall become the property of the County, unless there are no outstanding defaults or moneys owed to the County, in which case, LGN may request that the County return the security deposit, the surety bond, or the letter of credit.

## **8. INDEMNIFICATION AND WAIVER.**

**8.1** LGN agrees at its sole cost and expense to indemnify, protect, defend (with counsel acceptable to the County) and hold harmless the County, the county executive, county council members, officers, employees, and agents, from and against any and all claims, demands, losses, damages, liabilities, fines, charges, penalties, administrative and judicial proceedings and orders, judgments, remedial actions of any kind, and all costs and cleanup actions of any kind, all costs and expenses incurred in connection therewith, including, without limitation, reasonable attorney's fees and costs of defense (collectively, the "Losses") arising, directly or indirectly, in whole or in part, out of the activities or facilities of LGN, its officers, employees, agents, consultants, attorneys, and contractors, described in this Agreement, except to the extent arising from or caused by the gross negligence or willful misconduct of the County, the county executive, county council members, officers, employees, agents, or contractors. Nothing herein should be construed as a waiver of the County's governmental immunity.

**8.2** The waiver by either party of any breach or violation of any provision of this Agreement shall not be deemed to be a waiver or a continuing waiver of any subsequent breach or violation of the same or any other provision of this Agreement.

**8.3** LGN waives any and all claims, demands, causes of action, and rights it may assert against the County on account of any loss, damage, or injury to the Telecommunications System or any loss or degradation of the Services as a result of a sudden or gradual loss or change of electrical power caused by or arising from the installation, maintenance, replacement, or relocation of any County-owned facility in the Public Right-of-Way (except to the extent caused by or arising from the gross negligence or willful misconduct of the County), or an Act of God, an event or occurrence which is beyond the reasonable control of the County, a power outage, or a lightning strike. Nothing herein shall be construed to waive the County's governmental immunity.

## **9. INSURANCE.**

**9.1** LGN shall obtain and maintain at all times during the term of this Agreement comprehensive general liability insurance and comprehensive automotive liability insurance protecting LGN in an amount of not less than two million dollars (\$2,000,000) (including umbrella or excess coverage) per occurrence (combined single limit), including bodily injury and property damage, and not less than two million dollars (\$2,000,000) (including umbrella or excess coverage) aggregate, for each personal injury, products-completed operations, and each accident. Such insurance shall name the County, the county executive, its council members, officers, employees, agents, and contractors as additional insureds for any liability arising out of LGN's performance of work under this Agreement, or suitable additional- insured endorsement acceptable to the County. Coverage shall be provided in accordance with the limits specified and the provisions indicated herein. Claims-made policies are not acceptable. Such insurance shall not be canceled or materially altered to reduce coverage until the County has received at least thirty (30) days advance written notice of such cancellation or change. LGN shall be responsible for notifying the County of such change or cancellation.

**9.2** LGN, within thirty (30) days of the Effective Date of this Agreement, shall file the required original certificate(s) of insurance with endorsements with the County, subject to the County's prior approval, which shall clearly state all of the following:

**9.2.1** Policy number; name of insurance company; name, address, and telephone number of the agent or authorized representative; name, address, and telephone number of insured; project name and address; policy expiration date; and specific coverage amounts. Each policy of insurance required by this Agreement shall be issued by a responsible insurance company qualified and authorized to do business in the State of Maryland.

**9.2.2** That thirty (30) days prior written notice to the County is required for any change or cancellation to the insurance policy.

**9.2.3** LGN's insurance is primary to any other valid or collectible insurance that the County may possess, including any self-insured retentions the County may have, and any other insurance the County does possess shall be considered excess insurance only and shall not be required to contribute with this insurance.

The certificate(s) of insurance with endorsements and notices, shall be mailed to:

Chief Administrative Officer  
Montgomery County, Maryland  
Executive Office Building  
101 Monroe Street  
Rockville, Maryland 20850

**9.3** LGN shall obtain and maintain at all times during the term of this Agreement statutory workers' compensation and employer's liability insurance in an amount not less than five hundred thousand dollars (\$500,000) or such other amounts required by Maryland law, and furnish the County with a certificate showing proof of such coverage.

**9.4** Any deductibles or self-insured retentions must be stated on the certificate(s) of insurance, which shall be sent to and approved by the County prior to the execution of this Agreement.

## **10. NOTICES.**

All notices which shall or may be given pursuant to this Agreement shall be in writing and delivered personally or transmitted: (i) through the United States mail, by registered or certified mail, postage prepaid; (ii) by means of prepaid overnight delivery service; or (iii) by facsimile transmission, if followed by a hard copy of the same delivered through the U.S. mail or by overnight delivery service as just described, as follows:

County:	Chief Administrative Officer Executive Office Building
---------	---

101 Monroe Street  
Rockville, Maryland 20850

With a copy to: Department of Technology Services  
100 Maryland Avenue, 2<sup>nd</sup> Floor  
Rockville, Maryland 20850  
ATTN: Cable Administrator

LGN: Looking Glass Networks, Inc.  
1111 W. 22<sup>nd</sup> St., Suite 600  
Oak Brook, IL 60523  
ATTN: VP, Network Development

With a copy to: Looking Glass Networks, Inc.  
1111 W. 22<sup>nd</sup> St., Suite 600  
Oak Brook, IL 60523  
ATTN: General Counsel

Notices shall be deemed given upon receipt in the case of personal delivery, three (3) days after deposit in the mail, or the next day in the case of overnight delivery. Either party may from time to time designate any other address for this purpose by written notice to the other party in the manner set forth above.

## **11. TERMINATION AND DEFAULT.**

**11.1** This Agreement may be terminated by either party upon thirty (30) days' prior written notice to the other party upon a default of any material covenant or term hereof by the other party, which default is not cured within thirty (30) days of receipt of written notice of default (or, if such default is not curable within thirty (30) days, if the defaulting party fails to commence such cure within thirty (30) days or thereafter fails to thereafter diligently prosecute such cure to completion), provided that the grace period for any monetary default is ten (10) business days from receipt of notice.

**11.2** The County reserves the right to revoke the Franchise, subject to reasonable notice and the opportunity to cure as set forth in Section 11.1 for a material breach of the Franchise, including, but not limited to the following: (i) non-payment of franchise fees, (ii) failure to comply with the provisions of the Laws and this Agreement, (iii) use of the Public Rights-of-Way in violation of this Agreement, and (iv) misreporting the required compensation amount.

**11.3** Each party retains all of its rights to enforce this Agreement. The County reserves the right to seek injunctive relief, mandamus, or any other appropriate relief as may be necessary to enforce or correct a violation of the provisions of the Law or this Agreement.

## **12. MISCELLANEOUS PROVISIONS.**

**12.1** LGN shall not transfer or assign the franchise, Facilities, or System or any part or control thereof without the express prior written consent of the County, which consent shall not be unreasonably withheld, conditioned, or delayed. LGN shall give the County prior written notice of any proposed assignment or transfer for which the County's consent is required hereunder. The County shall give LGN written approval or disapproval of any such proposed assignment or transfer within a reasonable time period not to exceed ninety (90) days after the County receives LGN's request therefor, and the County's failure to approve or disapprove any such request within such ninety (90) day period shall be deemed an approval. LGN shall provide all information and documents reasonably requested by the County relating to the assignment or transfer.

**12.2** LGN understands that this Agreement does not provide LGN with exclusive use of the Public Right-of-Way and that the County shall have the right to permit other providers of telecommunications systems to install equipment or devices in the Public Right-of-Way.

**12.3** This Agreement contains the entire understanding between the parties with respect to the subject matter herein and supersedes all prior understandings and agreements, whether written or oral. There are no representations, agreements or understandings (whether oral or written) between or among the parties relating to the subject matter of this Agreement which are not fully expressed herein.

**12.4** This Agreement may not be amended except pursuant to a written instrument signed by both parties.

**12.5** If any one or more of the provisions of this Agreement shall be held by a court of competent jurisdiction in a final judicial action to be void, voidable, or unenforceable, such provision(s) shall be deemed severable from the remaining provisions of this Agreement and shall in no way affect the validity of the remaining portions of this Agreement.

**12.6** LGN shall be available to the staff employees of any County department having jurisdiction over LGN activities 24 hours a day, 7 days a week, regarding problems or complaints resulting from the construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation of the Facilities. The County may contact LGN by telephone at the LGN Network Control Center, telephone (866) 342-7288 regarding such problems or complaints.

**12.7** This Agreement shall be governed by and construed in accordance with the laws of the State of Maryland, without reference to its conflicts of law principles. In the event that suit is brought by a party to this Agreement, the parties agree that trial of such action shall be vested exclusively in the state courts of Maryland, or in the United States District Court of Maryland, Southern Division.

**12.8** All exhibits referred to in this Agreement and any addenda, attachments, and schedules which may, from time to time, be referred to in any duly executed amendment to this

Agreement are by such reference incorporated in this Agreement and shall be deemed a part of this Agreement.

**12.9** This Agreement is binding upon the successors and assigns of the parties hereto.

**12.10** LGN acknowledges that the County may develop rules, regulations, and specifications that apply to the construction, reconstruction, installation, location, removal, reattachment, reinstallation, or relocation of the Facilities in the Public Right-of-Way, and such rules, regulations, and specifications, when finalized, shall govern LGN's activities hereunder as if they were in effect at the time this Agreement was executed.

**12.11** LGN agrees to comply with the non-discrimination in employment policies in County contracts as required by Section 11B-33 and Section 27-19 of the Montgomery County Code 1994, as amended, as well as all other applicable state and federal laws and regulations regarding employment discrimination. LGN assures the County that, in accordance with applicable law, it does not, and agrees that it will not, discriminate in any manner on the basis of age, color, creed, national origin, race, religious belief, sexual preference, or handicap.

**12.12** LGN represents that it has not retained anyone to solicit or secure this Agreement from Montgomery County, Maryland, upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except for bona fide employees or a bona fide established commercial selling or leasing agency maintained by LGN for the purpose of securing business or an attorney rendering a professional legal service consistent with applicable canons of ethics.

**12.13** LGN understands that, unless authorized under Section 11B-52 and Chapter 19A of the Montgomery County Code 1994, as amended, it is unlawful for any person transacting business with the County to employ a public employee for employment contemporaneous with his or her public employment.

**12.14** It is expressly understood that the County shall not be construed or held to be a partner or associate of LGN in the conduct of LGN's business.

**12.15** In any case where the approval or consent of one party hereto is required, requested or otherwise to be given under this Agreement, such party shall not unreasonably condition, delay or withhold its approval or consent.

**12.16** Nothing in this agreement shall impair, diminish, supersede, or otherwise affect any authority or remedy that the County may have against LGN or any other Person, such as another current or former franchisee. This franchise is granted to LGN subject to any such authority or remedy, even if the exercise of that authority or remedy affects the System. LGN agrees to cooperate with the County in any action to enforce County law or any franchise agreement against another Person.



WITNESS:

MONTGOMERY COUNTY, MARYLAND

Linda M. Lauer  
Linda M. Lauer, Clerk of the Council

By: George L. Leventhal  
George L. Leventhal, President  
Montgomery County Council

The Provisions of this Agreement are agreed to and hereby accepted.

WITNESS:

Looking Glass Networks, Inc.

\_\_\_\_\_

By: Joseph M. Stockhausen  
Title: Vice President Network Development

## EXHIBIT A

### Telecommunications System Location

#### BACKBONE ROUTING

- Beginning at the Montgomery / Prince Georges County line along University Blvd., near 14<sup>th</sup> Avenue
- Go west on University Boulevard to Route 320 (Piney Branch Road)
- Turn left on Piney Branch Road and go west to the intersection with Sligo Avenue
- Turn right and follow Sligo Avenue to it's intersection with Route 29 (Georgia Avenue)
- Turn right and go north on Georgia Avenue to Route 384 (Colesville Road)
- Turn left on Colesville Road and follow to Route 410 (East West Highway); turn right
- Follow East West Highway to Route 410A (Montgomery Avenue); turn left
- Follow Montgomery Avenue across Wisconsin Avenue to Montgomery Lane
- Follow Montgomery Lane to Arlington Road; turn left
- Follow Arlington Road to Little Falls Parkway; turn southeast
- Follow Little Falls Parkway to Route 190 (River Road) and go southeast on River Road
- Follow River Road to the Montgomery County / DC line.

#### LATERAL ROUTING

For 8670 Georgia Avenue (Verizon Central Office)

##### Lateral One

- Beginning near the intersection of Route 384 (Colesville Road) and Route 29 (Georgia Avenue), proceed north on Route 29 (Georgia Avenue) crossing Fidler Lane and ending at a Verizon manhole near Cameron St.

##### Lateral Two

- Beginning near the intersection of Route 384 (Colesville Road) and Ramsey Street, proceed north on Ramsey to Fidler Lane, turn right
- Follow Fidler Lane to a Verizon manhole between Ramsey and Route 29 (Georgia Avenue).

For 4533 N. Stanford Street (Verizon Central Office)

##### Lateral One

- Beginning at the intersection of Arlington Road and Route 191 (Bradley Lane), proceed east on Route 191 (Bradley Lane) to West Street, turn left
- Follow West Street to N. Stanford Street, terminating in a Verizon manhole on N. Stanford.

##### Lateral Two (incomplete at this time)

- Beginning at the intersection of Arlington Road and Bethesda Avenue, proceed east on Bethesda Avenue to Woodmont Avenue, turn right
- Follow Woodmont Avenue to Leland Street, continue east on Leland Street to 46<sup>th</sup> Street, turn right
- Follow 46<sup>th</sup> Street to Walsh Street, turn left
- Follow Walsh Street to West Street, turn right
- Follow West Street to N. Stanford Street, terminating in a Verizon manhole on N. Stanford

For 1010 Wayne Avenue (permitted, but not constructed)

- Beginning at the intersection of Georgia Avenue and Bonifant Street, proceed west to the building entrance located near Dixon Street.

## ROUTE MAP

